

M&A Screening for a Post-Covid-19 World

Amid unprecedented upheaval, companies that quickly move to identify good values and reshape their businesses will emerge stronger out of the downturn.

Build new muscles

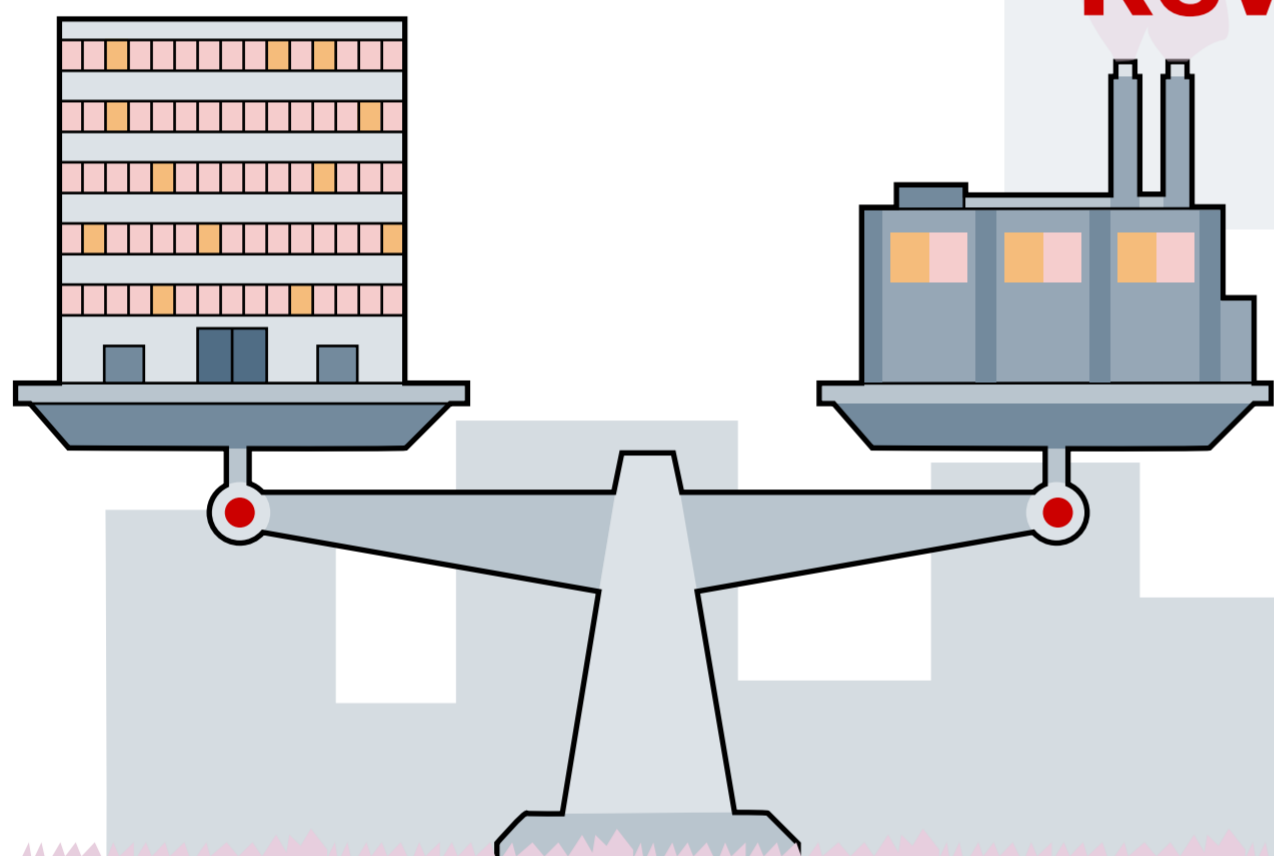
Screening today requires a **clear view** of the asset's **current health** and place in an **uncertain future**, despite limited and volatile information.

Teams need **improved processes** and **analytics** to manage market uncertainty and remote working conditions.



Revisit existing targets

The pandemic has altered every business. Quickly and clearly understand **what has changed** that would make recent or current high-priority targets **more or less attractive** in this new environment.



Open the aperture

Think more expansively about recovery and beyond, including **scenarios, segments** and **strategies**:

- Add scope targets to quickly add capabilities needed in the post-Covid landscape (e.g. automation or direct-to-consumer options)
- Fix vulnerabilities uncovered by the crisis by bringing them in-house (e.g. supply chain)
- Look out for consolidation opportunities that may not have been feasible earlier

